

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

| | | |
|---|---|-----------------------------|
| 1. Name and address of registrant Australian American Public Relations, Inc. | | 2. Registration No. 4113 |
| 3. Name of foreign principal The Victorian Tourism Commission | 4. Principal address of foreign principal 2121 Avenue of the Stars, #1210 Los Angeles, CA 90067 | |

5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☒ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☒ Other (specify) Agency of a State Government of Australia

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state: N/A

a) Branch or agency represented by the registrant.

b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state: N/A

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Promotion of travel and tourism between the United States and the Australian State of Victoria.

b) Is this foreign principal


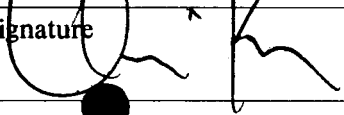
- Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Directed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

Victorian Tourism Commission promotes and facilitates travel of Americans to and within the State of Victoria. It is operated, directed, controlled, financed and subsidized in whole by the State of Victoria, Australia.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

| Date of Exhibit A | Name and Title | Signature |
|-------------------|--|---|
| March 25, 1988 |  Claudia Keech |  |

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant
Australian American Public Relations, Inc.

Name of Foreign Principal
The Victorian Tourism Commission

Check Appropriate Boxes:

1. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.
Organization and promotion of a sporting event to be staged in Los Angeles by American promoters working on behalf of the Victorian State Government's tourism agency.

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REGISTRATION UNIT

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Entertainment, catering, ticket distribution to media and other interested parties for a sporting event that was to be held in Los Angeles on October 17, 1987. The event was cancelled. This is the only activity that was undertaken on behalf of this foreign principal.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☐ No ☒

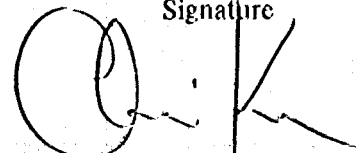
If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B
March 25, 1988

Name and Title
Claudia Keech

CEU

Signature



¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

AUSTRALIAN AMERICAN PUBLIC RELATIONS, INC.

September 4, 1987

FAX

Mr. Jack Rasterhoff
Victorian Tourism Commission
2121 Avenue of The Stars
Suite # 1270
Los Angeles
CA. 90067

VERBALLY
AGREED 9/7/87

Dear Jack:

This is to confirm your request of today that AAPR handle the Victorian Tourism/ATC involvement in the Football Match to be held at the Los Angeles Coliseum, October 17, at a flat fee of \$2,000.00.

AMENDED TO \$1500.

We believe we will be able to execute the following at this fee if all ancillary expenses are covered by yourself from your budget.

Our basic outline for this activity for 200 travel trade persons is as follows:

1. Invitation

Invitations on sun visors - color to be decided.
Mailing list to be compiled by Victorian Tourism/
Australian Tourism Commission.

Invitations to be mailed by your office and RSVP's
to be received by your office.

2. Tickets

We have obtained approval to buy these at \$10
per ticket, (\$8 less than the formal rate).
Seats to be in end zone. This position is
considered to be one of the best at the Coliseum
for seeing the game.

- * Discussion needed here, as it would be difficult
to bargain at the last minute to reduce the number
of tickets if some RSVP's had not responded to
invitation.

We believe a block booking of between 150/200 should
be secured in advance. If acceptances are less
than the number of tickets obtained, we feel sure
any tickets remaining (maybe some 10/20?) could be
utilized on persons who are considered important to
Victorian Tourism, but who are not necessarily fully

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employed in the travel industry.

3. Mailing of tickets

Following RSVP's, (turn-around time must be in the region of three weeks), tickets would be forwarded by Victorian Tourism office.

- * Should a suitable location be found near the Coliseum, it could act as a convenient meeting place, and we may reserve the option to allow some of our guests to pick up their tickets from this point. (AAPR to check this out).

4. Football Packs

Along with the ticket, guests will receive a Football Pack, which at this stage we imagine will include:

- a) Victorian Tourism bag (Tourism Australia bags if sufficient not available from Victorian Tourism),
- b) Additional sun visor
- c) Australian candy bar
- d) Streamer in the colors of blue and white (unless otherwise advised by you),
- e) Aussie pie/sandwiches, whatever is obtainable
- f) Thirstquenchers. As discussed, we believe members of AAPR or VT staff will purchase drinks for each guest to have during the game.

5. Additional staff

Additional staff will include three AAPR as well as 2 runners. All staff will be responsible for a smooth flow of operation as well as the aspects discussed which include mingling with guests, applying Victorian made sunblock.

The additional manpower for the day was originally included in AAPR's quoted fee of \$2,500. On the basis of the current request to execute this function for a fee of \$2,000.00, we would expect the above cost (approximately \$250.00), to be borne by Victorian Tourism.

6. Miscellaneous

It should be noted that in order to purchase drinks (beers, soft drinks, etc.) at the Coliseum, AAPR will ensure that we have at least \$300 as a cash float.

7. Art work

Camera ready artwork for the "G'Day Melbourne" logo on the sun visors should be provided by Judy Chambers at Victorian Tourism's expense.

This artwork should be made available to Angie McCartney of AAPR who will arrange for the sun visors to be made up. (Quote being obtained currently).

8. Catering

AAPR investigating the possible use of a film catering truck to be located adjacent to the entrance to the Coliseum. This could be used for the late pick-up of tickets, and as a means of giving out either Aussie pies (quote being obtained). If we are able to obtain pies, these could then be heated.

The above is what is being done to facilitate your needs at present. Additionally, we certainly plan to put our thinking caps on should there be any other angles we can come up with to make the day one big memorable party.

I will be keeping in contact with Angie at my office as this progresses.

Sincerely,

Claudia Keech
President